

Franklin University - Masters in Professional Sales Leadership Course Sequence Calendar 2024-2026

Fall 2024													Spring 2025													Summer 2025																																	
8/19	8/26	9/2	9/9	9/16	9/23	9/30	10/7	10/14	10/21	10/28	11/4	11/11	11/18	11/25	12/2	12/9	12/16	12/23	12/30	1/6	1/13	1/20	1/27	2/3	2/10	2/17	2/24	3/3	3/10	3/17	3/24	3/31	4/7	4/14	4/21	4/28	5/5	5/12	5/19	5/26	6/2	6/9	6/16	6/23	6/30	7/7	7/14	7/21	7/28	8/4	8/11								
SALE 730 Professional Sales Leadership and Management						SALE 790 or SALE 795												SALE 730 Professional Sales Leadership and Management						SALE 790 or SALE 795																																			
Major Elective: Group 5 or BREAK						MGMT 711 Business Environment						PSYC 602: Individual & Org Intelligence						SALE 730 Professional Sales Leadership and Management						SALE 790 or SALE 795																																			
Major Elective: Group 5 or BREAK						SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology						SALE 730 Professional Sales Leadership and Management						MGMT 711 Business Environment						Major Elective: Group 5 or BREAK						SALE 790 or SALE 795																							
																								MATH 601 Introduction to Analytics																																			
						SALE 710 Professional Sales						PUAD 715 Methodological Reasoning & Quantitative Analysis						Major Elective: Group 5 or BREAK						MGMT 711 Business Environment						SALE 720 Professional Sales Strategy and Technology						Major Elective: Group 5 or BREAK						PSYC 602: Individual & Org Intelligence																	
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*The Masters in Professional Sales Leadership requires 4 major electives. Please consult with your Academic Advisor to create your Student Plan

MAJOR ELECTIVE SCHEDULE OPTIONS

FINA 737 or OSCM 731	FINA 737 or OSCM 731	FINA 737 or OSCM 731	Break (2)	FINA 737 or OSCM 731	FINA 737 or OSCM 731	FINA 737 or OSCM 731	Break (1)	FINA 737 or OSCM 731	FINA 737 or OSCM 731	Break (1)
PSYC 603	PSYC 601 or BUSA 603	PSYC 602		PSYC 603	PSYC 601 or BUSA 603	PSYC 602		PSYC 601 or PSYC 603	PSYC 602	
MATH 601				MATH 601				MATH 601		

Fall 2025													Spring 2026													Summer 2026																																	
8/18	8/25	9/1	9/8	9/15	9/22	9/29	10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29	1/5	1/12	1/19	1/26	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30	4/6	4/13	4/20	4/27	5/4	5/11	5/18	5/25	6/1	6/8	6/15	6/22	6/29	7/6	7/13	7/20	7/27	8/3	8/10								
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PSYC 603	PSYC 601 or BUSA 603	PSYC 602		PSYC 603	PSYC 601 or BUSA 603	PSYC 602		PSYC 601 or PSYC 603	PSYC 602	
MATH 601				MATH 601				MATH 601		